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MEMORANDUM FOR: Executive Director

FROM:

Edward J. Maloney

Director of Information Technology

SUBJECT:

Information Technology Industry Briefing

I would like to invite you to attend the Information Technology Industry Briefing sponsored by the International Data Corporation (IDC) on 9 March, 1987. In the past, IDC seminars have proven very valuable and stimulating for senior officers such as yourself. I therefore have set aside a block of tickets for ISB members and major OIT customers. The briefing is an annual event that provides a comprehensive examination of the current state of the industry and a forecast of what will occur over the next five years. It will be held at the Bethesda Marriott and is a full-day affair.

- 2. All the speakers are from IDC, including the company's Chairman and industry specialists on data processing, emerging technologies, and principal vendors (IBM, DEC, etc.). Issues to be covered include Systems Spending; Impact of Emerging Technologies on Traditional Communications; Worldwide Market Opportunities; Workstations: New Hardware, Software, and Challenges; IBM: Life in a Competitive Marketplace; and DEC: The Digital Challenge. The session includes lunch and concludes with a cocktail reception and buffet. During the reception all of the speakers will be available for questions and follow-up discussions.
- 3. Only a limited number of tickets are available. If you personally cannot be there, we would like to offer the tickets to someone else, so please let me or my staff know as soon as possible. Additional information, including directions, times, and topics will be provided prior to the briefing. If you have any administrative questions, please call

 Thank you very much.

Edward J. Maloney

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